

FSC-52-B

ROU Brief - 3/25/98

For: AVP/RSM/RBM/ROM/KAM/AM/DM/RM/AE/MC/PC/PRC/SC

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RETAIL PROGRAMS		OTHER
<ul style="list-style-type: none">➔ <u>WINSTON Equity Test</u> (Contact: Lori O'Connor, #3019)<ul style="list-style-type: none">• REMINDER: WINSTON Equity test being conducted in the Buffalo, St. Louis and Atlanta Regions will continue through second quarter.➔ <u>Forsyth Tobacco</u> (Contact: Gwen Scott, #3340)<ul style="list-style-type: none">• Revision of Customer Services Contacts:<ul style="list-style-type: none">- SSA - Lu Ann Hamby, #3521- NESAWSA - Donna Smitherman, #3078- MWSA - Charlotte Clubb, #3529• Customer Services contacts will assist with questions related to Forsyth Tobacco alliance accruals and payments, forecasting of private label promotions and off-invoice pricing structures for established private label accounts.		<ul style="list-style-type: none">➔ <u>Accomplishments-Sales Merchandiser</u> (Contacts: Kate Schindler, #3489, Sharon Reid, #2584)<ul style="list-style-type: none">• Accomplishments for <i>Sales Merchandiser</i> form is available on F3FILL.<ul style="list-style-type: none">- Click on Miscellaneous- Click on Other• Submit recent accomplishments to Kate Schindler 16th Floor Reynolds Building• Submissions will be considered for publication in upcoming <i>Sales Merchandiser</i> articles.

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